

Maker	Model name	Vama Classification	Seat	Sales - Apr 2018				Share	Sales - YTM 2018				Share	
				North	Central	South	Total		North	Central	South	Total		
Mekong	Pronto	SUV	7 seats				-							
Mekong	Premio	Pick-up	5 seats				-							
Mekong	Paso 990BE	Small truck	2 seats				-							
Mekong	Paso 990 D	Small truck	2 seats				-							
Mekong	Paso 1.5TD	Small truck	3 seats				-							
Mekong	Paso 2.0TD	Small truck	3 seats				-							
Mekong	Paso 2.5TD	Light truck	3 seats				-							
Mekong	Sub-total													
GM Vietnam	Spark Van	Van	2 seats	82	11	16	109		274	40	57	371		
GM Vietnam	Spark LS	Sedan	5 seats	35	11	41	87		61	14	71	146		
GM Vietnam	Spark LT	Sedan	5 seats	14	3	30	47		36	18	91	145		
GM Vietnam	Aveo LT	Sedan	5 seats	17	11	20	48		94	50	151	295		
GM Vietnam	Aveo LTZ	Sedan	5 seats	15	9	20	44		85	32	78	195		
GM Vietnam	Cruze LS	Sedan	5 seats	8	10	30	48		167	73	286	526		
GM Vietnam	Cruze LTZ	Sedan	5 seats	10	7	44	61		163	50	150	363		
GM Vietnam	Orlando LTZ	MPV	7 seats	4	1	2	7		112	41	175	328		
GM Vietnam	Trax LT	SUV	5 seats	Tam ngưng cung cấp					14	5	9	28		
GM Vietnam	Captiva LTZ	SUV	7 seats	6	5	23	34		37	20	87	144		
GM Vietnam	Colorado LTZ	Pick-up	5 seats	9	5	1	15		185	82	176	443		
GM Vietnam														
GM Vietnam														
GM Vietnam	Sub-total			200	73	227	500		1228	425	1331	2984		3.8%
Mitsubishi	Outlander	SUV	7 seats	95	68	73	236		296	182	219	697		
Mitsubishi	Pajero Sport	SUV	7 seats	3			3		190	27	35	252		
Mitsubishi	Outlander	SUV	7 seats	Clear Stock					15	31	5	51		
Mitsubishi	Mirage	Sedan	5 seats	18	16	12	46		124	95	58	277		
Mitsubishi	Attrage	Sedan	5 seats	23	26	27	76		202	268	131	601		
Mitsubishi	Triton	Pick-up	5 seats	47	18	26	91		305	206	95	606		
Mitsubishi														
Mitsubishi														
Mitsubishi	Sub-total			186	128	138	452		1132	809	543	2484		3.1%
Suzuki	Carry Blind Van	Van	2 seats	91	5	16	112		400	9	72	481		
Suzuki	Carry Truck	Small truck	2 seats	90	8	139	237		331	29	362	722		
Suzuki	Super Carry Pro	Small truck	2 seats	14	20	70	104		316	88	458	862		
Suzuki	Vitara	SUV	5 seats						16	2	10	28		
Suzuki	Ertiga	Sedan	7 seats	2	2		4		8	2	8	18		
Suzuki	Ciaz	Sedan	5 seats	1		1	2		10	2	7	19		
Suzuki	Celerio GL CVT	Hatchback	5 seats						38	3	13	54		
Suzuki														
Suzuki	Sub-total			198	35	226	459		1119	135	930	2184		2.8%
Toyota	Camry 2.5Q/KZ	Sedan	5 seats	49	9	115	173		265	37	390	692		
Toyota	Camry 2.5G/KL	Sedan	5 seats						1		2	3		
Toyota	Camry 2.0E /KE	Sedan	5 seats	94	25	91	210		344	91	325	760		
Toyota	Camry 3.5Q	Sedan	5 seats											
Toyota	Corolla Altis 1.8AT/CV+CVB	Sedan	5 seats	225	73	139	437		859	269	552	1680		
Toyota	Corolla Altis 1.8MT/CG	Sedan	5 seats	2	1	10	13		10	4	41	55		
Toyota	Corolla Altis 2.0/CQ	Sedan	5 seats	6		17	23		38	8	113	159		
Toyota	Corolla Altis RS	Sedan	5 seats											
Toyota	Vios 1.5G/VG	Sedan	5 seats	465	147	286	898		1690	558	1026	3274		
Toyota	Vios 1.5E/VE	Sedan	5 seats	540	122	516	1178		2183	464	2394	5041		
Toyota	Vios 1.5J	Sedan	5 seats											
Toyota	Vios Limo	Sedan	5 seats											
Toyota	Innova G	MPV	8 seats	66	15	200	281		235	41	699	975		
Toyota	Innova E	MPV	8 seats	163	74	751	988		599	273	2885	3757		
Toyota	Innova V	MPV	8 seats	5	1	25	31		11	1	59	71		
Toyota	Innova J	MPV	8 seats											
Toyota	Innova GSR	MPV	8 seats											
Toyota	Fortuner Gasoline (4x4)/FV	SUV	8 seats						1	1	8	10		
Toyota	Fortuner Gasoline (4x2)/FX	SUV	8 seats								10	10		
Toyota	Fortuner Diesel/FG	SUV	8 seats						1		17	18		
Toyota	Fortuner Gasoline (4x4) TRD	SUV	8 seats											
Toyota	Fortuner Gasoline (4x2) TRD	SUV	8 seats											
Toyota	Hiace Gasoline 2.7	Minibus	16 seats											
Toyota	Hiace Diesel 2.5	Minibus	16 seats								5	5		
Toyota	Hiace Super Wagon	Minibus	10 seats											
Toyota	Lander Cruiser 200 GX 470	SUV	8 seats						8	4	4	16		
Toyota	Land Prado	SUV	8 seats						45	3	15	63		
Toyota	FT86	Sedan	5 seats						9					
Toyota	Hilux (4x4) AT/HQ	Pick-up	5 seats						9	4	19	32		
Toyota	Hilux G (4x4)	Pick-up	5 seats			1	1		85		4	89		
Toyota	Hilux E (4x2)	Pick-up	5 seats			1	1		1	2	10	13		
Toyota	Yaris E	Sedan	5 seats											
Toyota	Yaris G	Sedan	5 seats						2		1	3		
Toyota	Alphard	MPV								2	2	4		
Toyota	Sub-total			1615	467	2152	4234		6387	1762	8581	16730		21.1%
Isuzu	D-Max 4x4	Pick-up	5 seats	5		4	9		31	1	24	56		
Isuzu	D-Max 4x2	Pick-up	5 seats	7	2	30	39		19	7	80	106		
Isuzu	mu-X	SUV	7 seats	6	1	22	29		74	6	212	292		
Isuzu	NLR	Small truck	3 seats											
Isuzu	NMR	Small truck	3 seats			3	3				6	6		
Isuzu	NPK	Light truck	3 seats			3	3		4		8	12		
Isuzu	NQL	Light truck	3 seats	2	4	21	27		30	10	71	111		
Isuzu	QKR	Small truck	3 seats	142	31	223	396		332	72	662	1066		
Isuzu	FRR	Medium truck	3 seats	2	1	3	6		2	1	13	16		
Isuzu	FVR	Medium truck	3 seats	1	1		2		3	6	6	15		
Isuzu	FVM	Medium truck	3 seats	6	2	17	25		14	3	27	44		
Isuzu	Tractor Head	Tractor truck (SPV)		1		2	3		5		6	11		
Isuzu														
Isuzu														
Isuzu														
Isuzu														
Isuzu	Sub-total			66	66	66	66		66	66	66	66		2.2%

Maker	Model name	Vama Classification	Seat	Sales - Apr 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
Isuzu	Sub-total			172	42	328	542		514	106	1115	1735	
Ford	FIESTA - 5Drs	Hatchback		10	3	6	19		40	11	34	85	
Ford	FIESTA - 4Drs	Sedan		8	1	3	12		23	5	15	43	
Ford	FOCUS - 5Drs	Hatchback		21	9	36	66		84	32	94	210	
Ford	FOCUS - 4Drs	Sedan		18	11	27	56		79	25	62	166	
Ford	Transit 16 seats	Minibus	16 seats	285	63	319	667		789	194	961	1944	
Ford	Ranger	Pick-up	5 seats	25	11	37	73		1393	322	1098	2813	
Ford	Everest/Explorer	SUV	7 seats	21	8	19	48		155	46	132	333	
Ford	EcoSport	SUV		156	63	199	418		474	178	518	1170	
Ford	Sub-total			544	169	646	1359		3037	813	2914	6764	
Hino	HINO	Other Truck	3 seats	71	32	198	301		193	84	583	860	
Hino	Bus Chassis	Chassis											
Hino	Sub-total			71	32	198	301		193	84	583	860	
SAMCO	SAMCO 24 CN ~ 46CN	Medium bus	27 seats	22	14	32	68		55	39	92	186	
SAMCO	SAMCO B40 ~ B80	Large bus	40 seats	16			16		52	2	14	68	
SAMCO	SAMCO PRIMAS (Sleeper coaches)	Large bus	45 seats	2	1	3	6		4	1	12	17	
SAMCO	Truck	Medium truck	3 seats										
SAMCO	Crane truck	Crane truck (SPV)	3 seats										
SAMCO	Road cleaning truck	Road cleaning truck (SPV)	3 seats										
SAMCO	Garbage compactor truck	Garbage compactor truck (SPV)	3 seats							1	6	7	
SAMCO	Hydraulic crane truck	Hydraulic crane truck (SPV)	3 seats										
SAMCO	Vaccum tank truck	Vaccum tank truck (SPV)	3 seats										
SAMCO	Stage truck	Stage truck (SPV)	3 seats										
SAMCO	Fire truck	Fire fighting truck (SPV)	7 seats										
SAMCO	Hooklift	Hooklift (SPV)	3 seats										
SAMCO	Sewage suction truck	Sewage suction truck (SPV)	3 seats								1	1	
SAMCO	Prisoner transport vehicle	Prisoner transport vehicle (SPV)											
SAMCO	Car carrying truck	Car Carrying Truck (SPV)	3 seats										
SAMCO	Mobile Sewer Jetting Machine	Mobile Sewer Jetting Machine (SPV)	4 seats										
SAMCO	Aerial Platform Truck	Aerial Platform Truck (SPV)	3 seats										
SAMCO	Xe chi huy chữa cháy	Xe chi huy chữa cháy (SPV)	4 seats										
SAMCO	Bus Chassis	Chassis											
SAMCO	Sub-total			40	15	35	90		111	43	125	279	
THACO KIA	Morning	Hatchback	5 seats	475	56	253	784		2,074	658	1,041	3773	
THACO KIA	Cerato	Sedan	5 seats	488	115	243	846		1,639	737	987	3363	
THACO KIA	Sorento	SUV	7 seats	25	18	60	103		153	98	376	627	
THACO KIA	Rondo	MPV	7 seats	20	25	60	105		84	119	329	532	
THACO KIA	Sedona	MPV	7 seats	52	5	111	168		140	39	429	608	
THACO KIA	Optima	Sedan	5 seats	10	5	9	24		57	31	61	149	
THACO KIA	Rio	Sedan	5 seats						-	-	-	-	
THACO KIA	Sportage	SUV	5 seats						-	-	-	-	
THACO KIA	Xe khác	Sedan							-	-	-	-	
THACO KIA	Sub-total			1070	224	736	2030		4147	1682	3223	9052	
THACO BUS	Thaco 28 ~ 45 seats	Large bus	28 ~ 45 seats	90	29	119	238		275	88	353	716	
THACO BUS	Minibus	Minibus							12	-	15	27	
THACO BUS	Sub-total			90	29	119	238		287	88	368	743	
THACO TRUCK	K2700	Small truck	126	14	73	213		718	67	621	1406		
THACO TRUCK	K3000	Small truck	855	238	624	1717		1,955	500	1,487	3942		
THACO TRUCK	Thaco truck	Light truck	417	127	425	969		1,306	422	1,448	3176		
THACO TRUCK	Thaco dumptruck	Dump truck (SPV)	343	167	636	1146		832	472	1,668	2972		
THACO TRUCK	Sub-total			1741	546	1758	4045		4811	1461	5224	11496	
VINAMAZDA	Mazda2	Sedan	5 seats	73	27	73	173		563	293	446	1302	
VINAMAZDA	Mazda3	Sedan	5 seats	423	132	319	874		1910	1077	1336	4323	
VINAMAZDA	CX-5	Crossover	5 seats	335	68	303	706		1777	847	1454	4078	
VINAMAZDA	Mazda 6	Sedan	5 seats	63	14	74	151		314	116	403	833	
VINAMAZDA	BT-50	Pick-up	5 seats	53	17	50	120		208	254	195	657	
VINAMAZDA	CX-9	SUV	7 seats							1	2	3	
VINAMAZDA	Sub-total			947	258	819	2024		4772	2588	3836	11196	
THACO	Peugeot	Peugeot		100	55	187	342		393	173	637	1203	
PEUGEOT	Sub-total			100	55	187	342		393	173	637	1203	
Honda	CR-V	SUV	7 seats	708	266	533	1507		1222	489	959	2670	
Honda	CITY	Sedan	5 seats	282	152	399	833		1025	637	1479	3141	
Honda	Jazz	Sedan	5 seats	91	37	64	192		106	55	79	240	
Honda	Accord	Sedan	5 seats	23	13	42	78		23	13	47	83	
Honda	Odyssey	MPV	7 seats										
Honda	Civic	Sedan	5 seats	48	56	101	205		60	70	119	249	
Honda	Sub-Total			1152	524	1139	2815		2436	1264	2683	6383	
VINAMOTOR	Hyundai	Large bus	29-80 Seats	198	15	25	238		570	37	80	687	
VINAMOTOR	Hyundai	Medium truck	Under 10T	60	5	11	76		290	24	53	367	
VINAMOTOR	Sub-Total			258	20	36	314		860	61	133	1054	
VEAM	VEAM Motor	Light truck	2~3	15	11	12	38		49	27	87	163	
VEAM	MAZ	Medium truck	2~3	13			13		51			51	
VEAM	Sub-Total			28	11	12	51		100	27	87	214	
TCIEV	Sunny	Sedan	5 seats										
TCIEV	Sunny XL	Sedan	5 seats						13	8	4	25	
TCIEV	Sunny XV	Sedan	5 seats	13	6	5	24		65	27	27	119	
TCIEV	X-Trail 2.0L	SUV	5 + 2 seats	23	11	8	42		260	76	88	424	
TCIEV	X-Trail 2.5L	SUV	5 + 2 seats	7	2	7	16		65	29	44	138	
TCIEV	Sub-total			43	19	20	82		403	140	163	706	
HYUNDAI	County	Medium bus	29 seats										
HYUNDAI	Mighty CBU	Light truck	3 seats										
HYUNDAI	Mighty CKD	Light truck	3 seats	130	32	162	324		446	122	619	1187	
DO THANH	Sub-total			130	32	162	324		446	122	619	1187	
SANYANG	SYM T880	Small truck	2 seats										
SANYANG	SYM T1000	Small truck	2 seats										
SANYANG	SYM V5	Van	5 seats										
SANYANG	SYM A5	Van	9 seats										
SANYANG	Sub-total			2	2	2	6		2	2	2	6	

Maker	Model name	Vama Classification	Seat	Sales - Apr 2018				Share	Sales - YTM 2018				Share
				North	Central	South	Total		North	Central	South	Total	
SANYANG	SYM 2.0T	Small truck	3 seats			22	22				41	41	
SANYANG	SYM V11	Van	11 seats										
SANYANG Sub-Total						22	22				41	41	
No	Vehicle Type			Sales - Apr 2018					Sales - YTM 2018				
				North	Central	South	Total		North	Central	South	Total	
I Passenger cars (PC)													
1	Sedans			3,064	1,041	2,758	6,863		12,219	5,129	10,940	28,288	
2	Sport utility vehicles (SUV)			1,050	442	944	2,436		3,026	1,198	2,750	6,974	
3	Cross-over cars			335	68	303	706		1,777	847	1,454	4,078	
4	Multi-purpose vehicles (MPV)			310	121	1,149	1,580		1,181	516	4,578	6,275	
5	Convertible cars			-	-	-	-		-	-	-	-	
6	Hatchback			506	68	295	869		2,236	704	1,182	4,122	
7	Others (please specify)			-	-	-	-		-	-	-	-	
8	Mercedes-Benz's PC subtotal			136	39	157	332		720	217	800	1,737	
9	Lexus's PC subtotal			1	-	-	1		33	-	50	83	
10	Thaco Peugeot's PC subtotal			100	55	187	342		393	173	637	1,203	
Subtotal				5,362	1,834	5,793	13,129		21,285	8,784	22,391	52,760	
In percentage (%)				41.91%	13.97%	44.12%	100.00%		40.91%	16.65%	42.44%	100.00%	
II Commercial vehicles (CV)													
Trucks													
11	Pick-ups			146	53	150	349		2,236	878	1,701	4,815	
12	Vans			173	16	32	221		674	49	129	852	
13	Small trucks (G.V.M ≤ 5,000 Kg)			1,227	311	1,154	2,692		3,652	756	3,637	8,045	
14	Light trucks (5,000 Kg < G.V.M ≤ 10,000 Kg)			564	174	623	1,361		1,835	581	2,233	4,649	
15	Medium trucks (10,000 Kg < G.V.M ≤ 24,000 Kg)			82	9	31	122		360	34	99	493	
16	Heavy-duty trucks (24,000 Kg < G.V.M < 45,000 Kg)			-	-	-	-		-	-	-	-	
17	Super heavy trucks (G.V.M ≥ 45,000 Kg)			-	-	-	-		-	-	-	-	
18	Other Trucks			71	32	198	301		193	84	583	860	
19	Mercedes-Benz's CV (FUSO) subtotal			-	-	-	-		-	-	-	-	
Subtotal				2,263	695	2,198	5,044		8,956	2,982	8,382	19,714	
In percentage (%)				44.85%	11.79%	43.36%	100.00%		45.40%	12.08%	42.52%	100.00%	
Buses													
20	Minibuses [(10-16) seats]			285	63	319	667		801	194	981	1,976	
21	Medium buses / Coaches [(17-30) seats]			22	14	32	68		55	39	92	186	
22	Large buses / Coaches [(31-55) seats]			306	45	147	498		901	128	459	1,488	
23	Sleeping buses			-	-	-	-		-	-	-	-	
24	City buses of all lengths			-	-	-	-		-	-	-	-	
25	Bus rapid transit (BRT)			-	-	-	-		-	-	-	-	
26	Bus chassis (incompletely-built vehicles)			-	-	66	66		-	-	293	293	
Subtotal				613	122	498	1,233		1,757	361	1,335	3,451	
In percentage (%)				49.72%	9.89%	40.39%	100.00%		48.14%	9.89%	41.97%	100.00%	
III Special-Purpose Vehicles													
27	Dump trucks			343	167	636	1,146		832	472	1,668	2,972	
28	Concrete mixer trucks			-	-	-	-		-	-	-	-	
29	Tractor trucks			1	-	2	3		5	-	6	11	
30	Tanker trucks			-	-	-	-		-	-	-	-	
31	Refrigerator trucks			-	-	-	-		-	-	-	-	
32	Ambulance			-	-	-	-		-	-	-	-	
33	Fire-fighting trucks			-	-	-	-		-	-	-	-	
34	Garbages			-	-	-	-		-	1	6	7	
35	Hydraulic crane truck			-	-	-	-		-	-	-	-	
36	Sprinklers (road cleaning trucks)			-	-	-	-		-	-	-	-	
37	Crane trucks			-	-	-	-		-	-	-	-	
38	X-Ray medical vehicles			-	-	-	-		-	-	-	-	
39	Truck-mounted concret pumps			-	-	-	-		-	-	-	-	
40	Car transport (carrying) truck			-	-	-	-		-	-	-	-	
41	Hooklift			-	-	-	-		-	-	-	-	
42	Prisoner transport truck			-	-	-	-		-	-	-	-	
43	Mobile Sewer Jetting Machine (SPV)			-	-	-	-		-	-	-	-	
44	Sewage suction truck (SPV)			-	-	-	-		-	-	1	1	
45	Vacuum tank truck (SPV)			-	-	-	-		-	-	-	-	
46	Aerial Platform Truck (SPV)			-	-	-	-		-	-	-	-	
47	Stage truck (SPV)			-	-	-	-		-	-	-	-	
48	Xe chỉ huy chữa cháy (SPV)			-	-	-	-		-	-	-	-	
Subtotal				344	187	638	1,169		837	473	1,681	2,981	
In percentage (%)				29.94%	14.53%	55.53%	100.00%		27.98%	15.81%	56.20%	100.00%	
Grand-total				8722	2718	9117	20557		33129	12000	33986	79115	
In percentage (%)				42.43%	13.22%	44.35%	100.00%		41.87%	15.17%	42.96%	100.00%	